

# HARTFORD BUSINESS JOURNAL

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GREATER HARTFORD'S BUSINESS NEWS

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PHOTO | CONTRIBUTED

Owners of the downtown Radisson Hotel claim the city unfairly taxes it but not rivals.

## Hotel's owners sue city, claiming unfair tax burden

By Gregory Seay  
gseay@HartfordBusiness.com

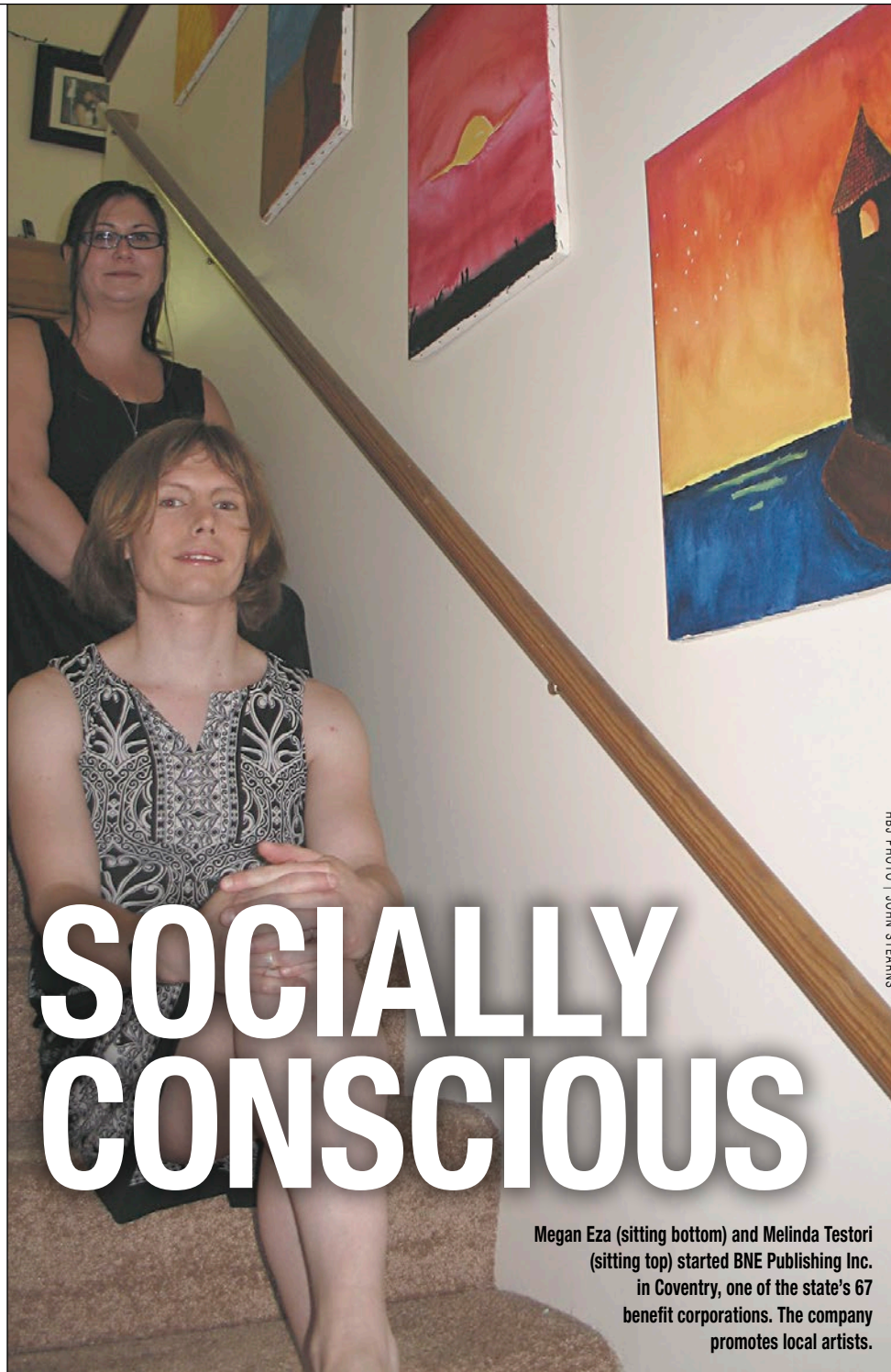
The owner of the high-rise Radisson Hotel overlooking downtown Hartford's stalled ballpark is suing the city, claiming it didn't get the property-tax exemptions the city has granted its nearby competitors.

50 Morgan Hospitality Group LLC, owners of the 18-story, 350-room hotel at 50 Morgan St., filed suit May 23 in Hartford federal court, citing breach of its constitutional right to equal protection, according to court records and the plaintiff's attorney.

In bringing its latest legal action against the city, the Radisson's owner has laid bare an allegedly loose tax-forbearance arrangement between the city and a handful of downtown commercial landlords.

Moreover, other owners of downtown Hartford hotels say they are closely watching the outcome not only of the Radisson lawsuit but their own pending tax-abatement applications with the city. At least one rival hotel owner says he, too, will consider suing the city if he doesn't receive the tax-relief he's seeking.

Continued on page 16



HBJ PHOTO | JOHN STEARNS

## SOCIALLY CONSCIOUS

Megan Eza (sitting bottom) and Melinda Testori (sitting top) started BNE Publishing Inc. in Coventry, one of the state's 67 benefit corporations. The company promotes local artists.

## Advocates aim to broaden benefit corp. law

By John Stearns  
jstearns@HartfordBusiness.com

A little more than 1½ years after Connecticut's benefit corporation law took effect, the state has 67 companies dedicated to both making a profit and

providing a public benefit, or social good, according to state data.

That's a positive start, the law's advocates say, but there's also room for growth and efforts are underway to broaden the types of companies that could apply for a benefit status.

"We're right on track with where I think we should be," said James Woulfe, director of advocacy and external affairs at Hartford-based reSET, the Social Enterprise Trust, which works to advance the social-enterprise sector and helped get the benefit corporation legislation passed. "To see us

Continued on page 14



## FOCUS: REAL ESTATE/ARCHITECTURE

### High-End Amenities

Find out what amenities higher-end homebuyers in the Greater Hartford area are seeking as they shop for some of the region's most desired addresses.

PG. 8



## Lasting Impact

A New Britain cafe that opened about a year ago pays homage to the late Hartford boxing legend Willie Pep. PG. 3

## Index

■ Week in Review: PG. 6

■ Focus: PG. 8

■ The List: PG. 10

■ Deal Watch: PG. 13

■ Nonprofit Notebook: PG. 18

■ Movers & Shakers: PG. 20

■ Opinion & Commentary: PG. 24

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# Hardware City cafe pays homage to Hartford's boxing legend

By Stan Simpson

When April Miller thought about a name for her new corner cafe in New Britain, there were a couple of options.

"I could have named it 'April's,'" Miller said. Then conceded: "But who the hell is she?"

Instead, she thought, why not name it for someone she loved, someone who suffered from the foggiest of dementia in his later life. Someone whose primary wish in life was to always be remembered.



Stan Simpson

In professional boxing circles, featherweight champion Willie Pep (born Guglielmo Papaleo in Hartford) is considered one of the best pound-for-pound fighters who ever lived. At 126 pounds, he won his first of two titles in 1942 and was

friends with the likes of Frank Sinatra, Jake Lamotta and Sugar Ray Robinson. The gregarious and engaging Pep worked hard, played harder and was known for his one-liners, love of the casinos, betting horses and romancing the ladies. He died in 2006 at age 84.

Willie Pep's Corner Cafe, at 366 Farmington Ave., is April Miller's tribute to her step-father. The 20-seat eatery opened in Feb. 2015 in a former bodega. It's essentially a five-day-a-week sandwich shop with gourmet salads, billed as a place with great food at knockout prices. Over 90 percent of the business is done over the phone. Call-ahead orders are critical because the cafe is essentially a daughter-mother operation and the food is made fresh daily.

Miller, 40, has been involved in the restaurant business since 19, working as a waitress, bartender and restaurant owner.

"I was doing it for other people for so many years," she said. I always wanted to own a little something, to be my own boss, make my own decisions, make my own menu. I saw a lot in the last 20 years about what works and what doesn't. This is an old school kind of restaurant. The food is really good. We have reasonable prices and incredible customer service."



April Miller has been in the restaurant business since age 19, but always dreamed of owning her own eatery. She's honoring her step-dad in naming it Willie Pep's Corner Cafe.

The menu selections have a boxing theme. "The Welterweight" salad (pears, apples, walnuts, lettuce, dried cranberries, goat cheese) sells for \$7; "The Heavyweight" sandwich (steak and cheese with sautéed peppers and onions on a Portuguese roll) goes for \$7.75. An egg, bacon and cheese sandwich is \$3 under the "Willie Pep's Quick Breakfast" selections.

Miller's mother, Barbara Papaleo, works with her. Papaleo is Pep's widow, his sixth (and last) wife. They married on Pep's birthday — Sept. 19 — in 1987. He was 65. She was 32. April Miller knew Pep for 21 years, from age 9.

Pep's cafe is adorned with pictures and fond memories of the character that was Willie Pep. A video of his fight with arch nemesis Sandy Saddler is shown on a television atop a soda refrigerator. Pep's ring record was

226-11-1. Having the Pep name on her cafe reminds Miller to run a business with the high standards that made him a world champion.

She and her mother remember Pep as a caring and generous spirit, who was always a gentleman, with a quick wit. When he was speaking in public, Pep would always acknowledge Barbara and ask her to stand. She knew what was coming next.

Pep would tell the audience his doctor once advised him that it could be potentially fatal to marry a woman half his age.

Willie's response: "Doc, if she dies ... she dies."

The audience would roar.

When asked about his multiple wives, Pep's stock answer was that they all shared a common trait. "They were great

housekeepers," he said. "After the divorce, they kept the house."

The cafe's clientele is a mix of town employees, neighborhood folks, corporate workers and those who loved Pep, or knew someone who loved him.

"Everyone has a story," Miller said. "And 99 percent of the time we're like, yeah, that sounds like Willie."

The younger customers usually don't know much about Pep and think he was a fictional cartoon character. Miller tells them to Google Pep. When they return, they are in awe of his accomplishments.

When Pep was alive, he enjoyed frequenting the Casa Loma restaurant on Wethersfield

Continued



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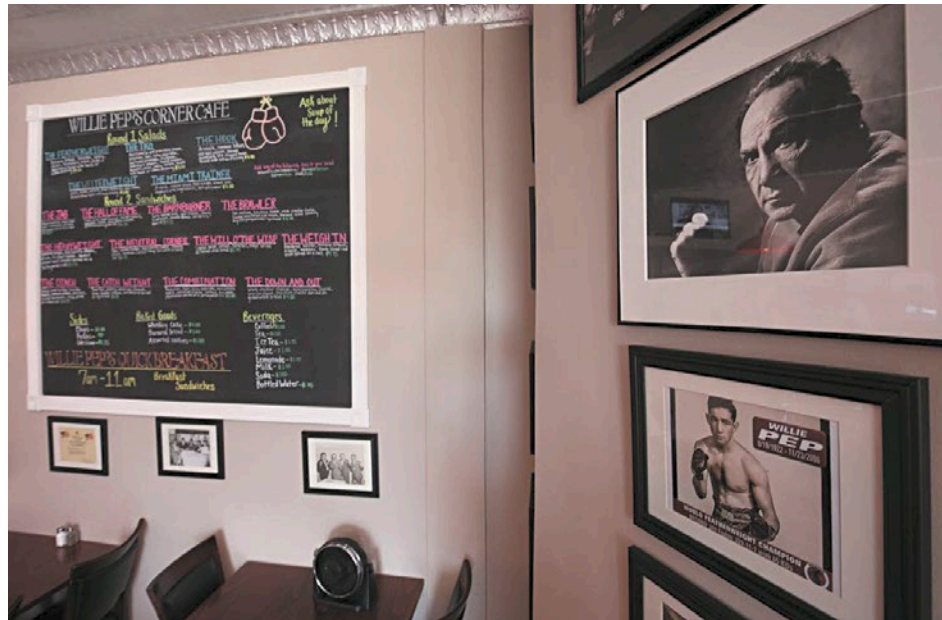
## Willie Pep's

Avenue in Hartford's south end. There, he would get coffee, breakfast and hold court.

Miller believes Pep would have loved his namesake cafe in a locale known as "Hard-hittin' New Britain.

"He'd be here every day. Every day," she said with a laugh. "Having his coffee. He'd probably have me bring in doughnuts. My mother would probably tell me no. His biggest thing was that he always wanted to be remembered. He did what he did — and he was always saying 'don't let 'em forget me. ... Don't let 'em forget me.'"

*Stan Simpson is the principal of Stan Simpson Enterprises LLC, a strategic communications consulting firm. He is also host of "The Stan Simpson Show" which airs Saturday, 5:30 a.m., on Fox CT — and online at [www.fox61.com/stan](http://www.fox61.com/stan).*



Pep's Corner Cafe is adorned with pictures and fond memories of Hartford boxing icon Willie Pep.

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## EXECUTIVE PROFILE

### Bob Switzgable

General manager and president, Ski Sundown Inc.

**Highest education:** St. Michael's College, Colchester, Vt., until junior year.

#### Executive insights:

Mistakes will happen, you have to move on and they're learning experiences. Also, making jobs easier for people makes a huge difference, "so the more that you can help people do their jobs, the better the job gets done and the happier everybody else is."

Ski Sundown GM and President Bob Switzgable said he wants to add a new chair lift to serve the 77 new acres he just acquired.

# Snowmaker turned GM, Switzgable scales icy terrain

By John Stearns

jstearns@HartfordBusiness.com

Bob Switzgable was hooked on Ski Sundown the day he applied to be a snowmaker there in 1983 after being laid off from a construction job.

"I can remember that day, I'll never forget it," said Switzgable, thrilled he'd be paid to make snow. Today, Switzgable owns the New Hartford ski area.

The journey from snowmaker to general manager and president seems as joyous a ride for Switzgable as carving fresh tracks on powder-covered slopes. He smiles and laughs frequently sharing his love of the ski industry.

He's done virtually every job at the resort while, early on, running a stone masonry business in summers to help pay the bills. He became year-round in 1986 and, while overseeing the maintenance shop in 1999, he approached then-owner Richard "Rick" Carter, whom he knew was looking for a general manager. Switzgable also suspected Carter was seeking an exit strategy.

"I went up to him and I said, 'Rick, I think you're looking for a general manager. I just want to let you know I can do that,'" Switzgable said, remembering Carter as literally speechless. Carter "never considered me, I'm sure — it was crystal clear at that moment," Switzgable recalled.

Switzgable followed with a letter explaining how he could do the job, which he got. The pair then worked toward Switzgable buying Ski Sundown, which he did in 2002.

"I knew the business inside out, I was confident I could run it, ... and fortunate enough that the owner took back some paper" and that the bank cooperated, Switzgable said. But he stretched financially, remortgaging his paid-for house and tapping all his children's college funds. The investment paid off.

He and his wife, Ann, have three boys, two of whom have graduated college and work outside the metro area. The third enters college in the fall. He hopes one or

more replace him some day. Switzgable, 54, thoroughly enjoys what he does.

"It's been an education and it continues to be," he said, proud of how Ski Sundown does things on its own, including buying equipment rather than leasing and doing its own maintenance and construction.

Ski Sundown is coming off a rough year for snowfall and temperatures.

"We always knew a year like this was coming," Switzgable said. "Thank God, it didn't come in 2002." But following a strong season the year before, Ski Sundown enjoyed healthy preseason sales.

"I can't tell you how appreciative I am of our customers," Switzgable said of their understanding the conditions that crimped the season.

Ski Sundown persevered, thanks to a strong snowmaking system covering 100 percent of the mountain. Switzgable is working to expand snowmaking capacity

by acquiring more water access to make more snow in rough years and to accommodate a desired future expansion of terrain. Ski Sundown

has acquired 77 additional acres and Switzgable envisions another chairlift some day to help serve the acreage.

A key challenge Switzgable overcame immediately after buying Ski Sundown was installing its terrain park. It was a fledgling concept in the industry and insurers initially balked, he said. But the resort argued it could better control what youth would do regardless.

"Boy, it paid off," Switzgable said, calling terrain parks and snowboarding great shots in the arm for the industry.

The resort hires up to 500 seasonal employees each fall and 60 to 70 percent are returnees, Switzgable said, proud of Ski Sundown's niche serving all skiing and boarding interests and as a teaching mountain.

"I think one of the best things we do here is we know exactly who we are," he said. "We're not Vail. We're not Killington. We're your neighborhood ski area, but we want to be the best neighborhood ski area you've ever been to."

Check out a video clip of Bob Switzgable's interview at [hartfordbusiness.com](http://hartfordbusiness.com).

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## BY THE NUMBERS

19

The number of Fortune 500 companies based in Connecticut, according to Fortune Magazine's 2016 rankings.

\$240,000

The median sales price of a single-family Connecticut home sold in April, up 0.8 percent from a year earlier, according to the Warren Group.

\$122M

The pricetag for 267 new diesel electric hybrid buses recently purchased and received by the state Department of Transportation.

46

Connecticut's ranking out of 50 states as a place for doing business, according to Chief Executive Magazine.

## TOP 5 MOST READ

on HartfordBusiness.com

■ Fed up, city fires Hartford baseball stadium developer

■ CT's Fortune 500 rankings for 2016 announced

■ CEOs sour on Connecticut for business

■ Health insurers ask for 2017 rate hikes

■ CT Law Tribune will cease print edition

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Construction was halted last week on Dunkin' Donuts Park.

## TOP STORY

## Fed up, city fires Hartford baseball stadium builder

The city has fired Centerplan Cos. and DoNo Hartford LLC as building overseer of the beleaguered downtown ballpark to house the Yard Goats minor-league baseball team after "losing confidence" in the developer's ability to meet its latest deadline for finishing the stadium this season.

Mayor Luke Bronin announced last week that the city was invoking its contractual right and terminating Centerplan as builder of the \$63 million, 6,600-seat Dunkin' Donuts Park.

On May 27, Bronin officially called Centerplan's \$47.1 million performance bond on the stadium with Arch Insurance Co., asserting that the Middletown developer had defaulted on its contract commitments to the city.

"We've made multiple attempts to avoid this," Bronin said. "We felt we had no option but to take this action."

Apparently the last straw of the city's patience with Centerplan was broken June 3, when Bronin said the developer sent the city an email declaring that it would need at least 60 days more to complete the last bits of construction on the stadium.

Asked if the prospect of baseball being played in Hartford this season was dead, Bronin said that either the bond surety issuer or the city could try to find a builder to complete the stadium.

Centerplan, operating as DoNo LLC, originally pitched the ballpark last year as the anchor to a mixed-use development of retail, office and housing in the city's downtown north quadrant. Earlier this year, Centerplan announced that a Hard Rock Hotel was planned for DoNo.

The fate of that project is now unclear. Bronin noted that Centerplan was fired only from involvement in the stadium portion of DoNo. However, he acknowledged that this action will likely impact the city's decisions later on for developing the rest of DoNo.

## HEALTH CARE

## Health insurers ask for 2017 rate hikes

Connecticut health insurers have asked the state's insurance regulator to approve increases in small-group and individual rates for 2017.

Insurers filed their annual rate requests with the Connecticut Insurance Department (CID) late last week.

For small-group plans sold through Access Health CT, which are for employers with 50 or fewer workers, the average requested increase ranged from 5.1 percent to 11.6 percent. Those plans, offered by Anthem and Healthy CT, apply to 54,706 covered lives.

Meanwhile, for small-group plans not sold on the exchange, the average increases ranged from 2.1 percent to 28.2 percent. Those plans have 111,102 covered lives.

On average, rate requests for individual plans were also all up compared to this year's rates.

Last year, CID lowered nearly all requested rates, some beneath their current levels at the time.

## ADVERTISING, MEDIA &amp; MARKETING

## CT Law Tribune will cease print edition

The Connecticut Law Tribune announced to its subscribers last week that it will no longer publish a print edition as of the end of this month.

Hank Grezlak, regional editor-in-chief for ALM, the parent company of the legal newspaper, said in the announcement being digital first is more about changing the approach to delivering the news than eliminating print. He said it means producing more stories more often, and then posting them to the web. Readers will receive a digital edition every week, which he said will have the look and feel of the printed newspaper.

## ECONOMY &amp; LABOR

## CEOs sour on Connecticut for business

A new survey by a magazine aimed at CEOs says Connecticut is the fifth worst state for doing business.

The report by Chief Executive Magazine said the state is ranked 46th overall for doing business. That's based on its 48th place ranking for taxation and regulation; 36th in workplace quality; and 37th in living environment. Last year Connecticut was ranked 45th.

The article said the state's main advantage is that Gov. Dannel P. Malloy appears ready to negotiate and is proactively going after new business; and he's using the state's open stance on LGBT as a weapon.

It presented as a challenge the fact that a new study showed that other states are closing the gap on Connecticut's livability and cost advantages, while job creation has not returned to pre-recessionary levels.

## CT's 2016 Fortune 500 rankings announced

Nineteen Connecticut companies have made it on Fortune Magazine's 2016 Fortune 500 list.

General Electric remains in the top spot in Connecticut for the time being at No. 11.

United Technologies Corp. of Farmington maintained its spot at 45. Hartford insurer Aetna saw its ranking improve from 49th to 46th. Bloomfield insurer Cigna saw a big improvement from 90th to 79th on the list of the Fortune 100.

Other Connecticut companies in the Fortune 500 include:

- 150. Xerox (Stamford) down from 143;
- 152. The Hartford (Hartford) up from 160;
- 256. Stanley Black & Decker (New Britain) up from 261;
- 262. Praxair (Danbury) down from 249; 2
- 292. Charter Communications (Stamford) up from 317;
- 308. Priceline Group (Norwalk) up from 339;
- 353. XPO Logistics (Greenwich) up from 909;
- 368. W.R. Berkley (Greenwich) up from 385;
- 381. Emcor (Norwalk) up from 421;
- 396. Terex (Westport) down from 358;
- 419. Harman International (Stamford) up from 486;
- 440. United Rentals (Stamford) up from 461;
- 444. Starwood Resorts & Hotels (Stamford) down from 442;
- 461. Frontier Communications (Norwalk) up from 540;
- 462. Amphenol (Wallingford) up from 487.

## More state layoffs announced

Nineteen more state employees received notice they were being laid off last week, according to the state Office of Policy and Management.

That brings to 712 the number of workers who have been cut from the state payroll, out of an executive branch workforce of 31,200 as of March 31, 2016 (excluding higher-ed). There were eight layoffs in the Office of Government Accountability and 11 in the Department of Mental Health and Addiction Services.

## ENERGY &amp; UTILITIES

## DEEP files EPA petitions to improve air quality

The state Department of Energy and Environmental Protection has filed two petitions with the U.S. Environmental Protection Agency seeking air pollution reductions from a Pennsylvania steam-electric station and large, on-road diesel trucks.

In the petitions, DEEP asks EPA to require the Brunner Island Steam Electric Station in York County, Pa., to reduce air pollution generated from its three coal-fired electric generating units and set stricter limits on emissions from large on-road diesel trucks that travel through Connecticut.

DEEP Commissioner Robert Klee said Connecticut has the Northeast's highest ozone levels. He said air pollution transported into Connecticut from upwind sources and emissions from diesel-powered trucks are beyond the state's jurisdiction and the petitions are part of its ongoing effort to have EPA address these sources.

## GOVERNMENT &amp; POLITICS

## Treasurer criticizes veto of investment officer pay bill

A bill that would have allowed the state treasurer to set the pay range for her department's investment advisors has been struck down by the governor. The state treasurer called the veto a mistake.

Gov. Dannel P. Malloy said the bill, allowing the treasurer to determine the compensation for a principal investment officer, ran afoul of current state practice, which has the Department of Administrative Services (DAS) commissioner determine appropriate pay. He said exempting the treasurer from the process would reduce the ability of the state's classification system to work.

State Treasurer Denise Nappier contested the veto saying a 2013 compensation survey conducted by an external consultant found that the upper limit of the principal investment officer's compensation range as established by DAS and OPM was well below the median pay at similar public pension funds.



## REAL ESTATE

### Home sales show strong gain in April



Connecticut home prices inched up in April for the first time in a year.

For the first time in 12 months, single-family home sales in Connecticut showed a gain in median sales price. Total sales volume was also at its highest in nine years.

According to The Warren Group, publisher of The Commercial Record, the median price of a single-family home rose by 0.8 percent in April to \$240,000 compared with \$238,200 in the year-ago period. Year-to-date, prices have decreased by 0.3 percent to \$230,000 compared with \$230,625 during the same time a year ago.

Single-family home sales in Connecticut rose 16.2 percent in April. A total of 2,340 single-family homes sold in Connecticut during the month compared with 2,014 sold in April 2015.

Condominium sales in Connecticut posted a double-digit increase in April, rising 18.7 percent to 659 condos sold, up from 555 the same time a year ago. Year-to-date, condo sales were up 16 percent with 2,152 condos sold compared with 1,855 during the same time-frame last year.

The median sales price for condos in April posted a slight decrease of 3.9 percent, slipping to \$157,000 from \$163,450 in April 2015.

## TECHNOLOGY

### TicketNetwork inks deal with Yelp

TicketNetwork and Yelp have formed a partnership that allows Yelp users to purchase tickets directly from the site. Financial details were not revealed.

Don Vaccaro, CEO of South Windsor-based TicketNetwork, said it's a good partnership for his online ticket marketplace because Yelp is the largest consumer review site on the Internet. He said lots of people look to Yelp for venue and entertainment options because it has a neutral bias.

Beyond the direct economic benefit to his company, Vaccaro said the agreement sends a signal that deals with Silicon Valley companies can be struck without physically being located in northern California.

## TRANSPORTATION

### State receiving 267 buses worth \$122M

The state Department of Transportation is taking delivery of 267 new buses with a combined pricetag of \$122 million. It has an option for an additional 218.

The buses are supplied by New Flyer of America Inc., a subsidiary of New Flyer Industries Inc., a manufacturer of heavy-duty transit buses and motor coaches. The contract includes a firm order for 267 clean diesel and diesel electric hybrid buses valued at approximately \$122 million, with options for an additional 218 buses over the next five years. The order will replace older vehicles in DOT's current fleet with newer, more fuel efficient Xcelsior XD40 buses.

## WHAT'S AHEAD:

- 6/20 Focus: **Entertainment & Gaming**
- The List: **Entertainment Venues**
- Nonprofit Profile: **Social Enterprise Trust**

## CALENDAR

THURSDAY, JUNE 23

### Deepening your referral connections



Lee Frederiksen

The Association for Corporate Growth (ACG) Connecticut and Exit Planning Exchange are hosting a joint Hartford seminar on helping businesses develop referrals.

The event will take place June 23 at the Infinity Music Hall & Bistro in downtown Hartford from 5:30 p.m. to 7:30 p.m.

Referrals play a major role in business development for professional-services firms. But what behavior drives these referrals? The Exit Planning Exchange and Hinge Research

Institute conducted a research study to find out. The event will explore this topic to help businesses strengthen their network.

The featured speaker will be **Lee Frederiksen**, the managing partner of Virginia marketing firm Hinge.

Cost to attend varies.

For more information or to register go to: <http://www.acg.org/connecticut/>.

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John Lepore, a Realtor in the West Hartford office of Berkshire Hathaway HomeServices, shows the outdoor features of a home for sale at 84 Scarborough St., in Hartford. The backyard includes a pool, fireplace, patio, kitchen amenities and covered dining area, all surrounded by professional landscaping covering almost 5 acres. The house is listed for \$1.25 million.

## Higher-end homebuyers seeking outdoor, other amenities

By John Stearns

jstearns@HartfordBusiness.com

It wasn't that many years ago that longtime Hartford-area Realtor John Lepore could quickly quote for a client the cost of eliminating a swimming pool, an amenity not in high demand among homebuyers.

Not anymore. People want pools, especially those shopping for higher-end homes, he said.

"Pools definitely are more in favor now than they were 10 years ago," said Lepore, a Realtor in the West Hartford office of Berkshire Hathaway HomeServices. Lepore, whose niche is higher-end homes but sells homes at all price ranges, was the No. 1 sales agent in Hartford County last year for all agents and companies in total sales volume by dollar amount.

Pools are just one amenity he's seen growing in popularity among buyers the last three to five years. Also popular, outdoor kitchens with stainless appliances like refrigerators, wine coolers and grills, and granite countertops and fire pits, often complementing pools.

"The younger people especially, this is what they want," Lepore said, showing the outdoor kitchen, dining, pool and fireplace area of an impressive renovated home he has listed on stately Scarborough Street in Hartford's west end. "Everybody gets excited, they can see themselves grilling, the refrigerator out there, sitting by the fire, running from the pool up here. This is what attracts people today."

Added Lepore, "California was all about this for a number of years because of the weather ... outdoor kitchens were very popular. It took awhile for New England to catch on, but they're here now."

While the Scarborough home is situated on almost 5 acres and listed at \$1.25 million, pools and outdoor kitchens aren't exclusive to the highest-end homes, he said.

Lepore cites a home he just sold in Canton, for about \$700,000.

"I sold it a year and a half ago because of the pool and the outdoor kitchen; I sold it this year again because of the pool and the outdoor kitchen," he said.

He believes people, with hectic work and personal lives, value the ability to relax and pamper themselves at home rather than drive somewhere for the same experience.

In a Realtor Magazine post in March, outdoor living spaces were among 10 trends that more than 500 residential architects said would be the most significant home design elements over the next 10 years.

"More homeowners will look to invest in sprucing up

their outdoor living spaces, beyond just outdoor grills or decks," it said. "Instead, look for more homeowners adding outdoor kitchens and fully furnished outdoor rooms."

Other amenities Lepore sees buyers looking for are finished basements, soaking tubs, but not necessarily whirlpools and steam showers — and the larger the shower the better.

### Hardwood floors

Trish Murphy, a Realtor in the Avon office of Coldwell Banker Residential Brokerage and the company's No. 1 agent out of roughly 2,000 in the state last year in sales volume, also has seen more interest in pools this year than any other, but just in the past couple months.

She has three buyers who would love a pool and are waiting to find the right house with one before they put their homes on the market.

Murphy speculates the heightened interest in pools could be due to more people seeking the ease that comes with "staycations," while others just like to entertain. One of her pool-seeking families has three children and wants to be the house where kids come to play.

Inside, hardwood and cork flooring are in more demand the past couple years, she added.

"When I talk to a seller that's getting ready to sell, if they have hardwood under the carpet, I'm like, 'Rip it up, rip out the carpet, take out the area rugs,'" Murphy said.

Buyers are looking for cleanliness, an open floor plan, good flow and unobstructed views outside, she said. They also like good storage, kitchen pantries and kitchens that open to the family room. They're not so much into larger bedrooms; they'd rather have the space on the first floor where they spend most of their time.

### Home show impact

Margaret Wilcox, a Realtor and team leader at Margaret Wilcox & Associates at William Raveis Real Estate in Glastonbury, said more people could be shopping for pools at the upper price points, perhaps \$700,000 and up, more than they were a decade ago. But she hasn't noticed people routinely looking for homes with pools.

"However, what I do see people looking for are ... the open-concept home," as well as hardwood floors, Wilcox said.

In master bathrooms, she sees buyers wanting

## Q&A

# JCJ aims to help revitalize Coltsville

Q&A talks about JCJ Architecture's recent downtown Hartford move and U.S. expansion with firm President Peter Stevens.

**Q:** JCJ recently relocated to the Colt Building. Why was that an important move for you? Does an architectural firm need to be in a dynamic space to impress its clients? Or were there other factors behind it?

A: Looking back on JCJ's history, our firm has been attracted and committed to locating in areas that were part of a larger redevelopment initiative. This occurred in the 1970s when we moved to 450 Church St., as part of the Union Station redevelopment initiative, continued with our move in 2006 to the Front Street neighborhood, and now with our move to Coltsville.

In each case, JCJ was not "the first one in," but the firm has realized the impact our moves could make in acting as a catalyst for the area's further development.

In contemplating our most recent move, we had an opportunity to reflect upon the fact that we were going to be celebrating our 80th year in business — a milestone that made for ideal timing to renew our commitment to the city of Hartford as well as make a profound impact on our work environment for our employees. To create a more open and collaborative office, JCJ made it a priority to find a space that would house the firm on a single floor.

In the end, we felt that locating in Coltsville allowed us to create a very dynamic workspace — one that is both sustainable (LEED Silver) and healthy (WELL Building Certified). While Coltsville is still considered to be "on the fringe" of the downtown area, this is not new for us; JCJ has a passion for reinventing and reimagining historic structures, and our new headquarters truly celebrates the rich history of the East Armory Building and surrounding neighborhood.

**Q:** JCJ recently purchased Los Angeles-based Randall/Baylon Architect Inc. Does your LA expansion indicate a need to diversify among various parts of the country for more stable revenue?

A: For the past 15 years, JCJ has strategically committed itself to diversify both geographically and in terms of market sectors. Currently, this manifests in locations from east to west including Atlanta, Boston, Hartford, Los Angeles, New

York City, Phoenix and San Diego — with project work spanning a broad range of building types from institutional (i.e. K-12, college and university, civic) to hospitality (i.e. hotels, gaming, entertainment).

We strive to create a high level of synergy between our offices within

each region, with the majority of our large projects involving a cross-office team of experts. Our Los Angeles expansion aligns with our approach to open offices in key urban areas where we already have established a presence working on significant and highly visible projects near these cities.

This bi-coastal format also proves to be a very efficient business model for JCJ, allow-

ing us to extend our business day to the equivalent of "two shifts."

**Q:** How's the pipeline for up-and-coming architects? Is it still a field drawing sufficient numbers to replace retiring architects?

A: According to the National Council of Architectural Registration Boards (NCARB), 2015 saw the number of aspiring architects continue to grow. In the last reporting year of 2014, an all-time high of 37,174 people were actively engaged in the activities leading to professional licensure. During the last recession many architects left their firms to pursue other career paths — and while the pipeline of young professionals is strong, there are fewer mid-career architects in the profession.

JCJ remains very engaged in activities to both increase the pipeline of new graduates and offer young professionals career-development opportunities. Through our decades-long involvement in the ACE Mentor Program and Hartford Scholars, we have introduced high school students in Hartford to careers in architecture, construction and engineering.

From an internal perspective, we provide regular continuing education and leadership opportunities for our younger professionals as well as support them as they study for and take the licensing exam.

**Q:** Overall, what's the biggest challenge facing your industry from your perspective? How



PETER STEVENS

President, JCJ Architecture

Continued

Continued





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THE LIST

Largest architecture firms in Greater Hartford

(Ranked by number of local licensed architects as of May 2016)

Rank	Company	Licensed architects/ Interior designers	Total local employees	Principal(s)	Specialties	One current, noteworthy project	Year founded locally
1	The S/L/A/M Collaborative 80 Glastonbury Blvd. Glastonbury, CT 06033 860-657-8077; www.slamcoll.com	39 8	143	Robert F. Pulito Steven W. Ansel James McManus	Architecture, planning, interior design, landscape architecture and site planning, structural engineering and construction	The Hartford, corporate headquarters renovation, Hartford	1976
2	JCJ Architecture 120 Huyshope Ave., Suite 400 Hartford, CT 06106 860-247-9226; www.jcj.com	29 8	79	Peter N. Stevens James E. LaPosta Jr.	Architecture, interior design and planning services	Hartford Downtown North development	1936
3	Amenta Emma Architects PC 242 Trumbull St. Hartford, CT 06103 860-549-4725; www.amentaemma.com	16 1	35	Anthony J. Amenta Robert A. Emma	Architecture, interior design and planning services for corporate, education, healthcare, mixed-use, retail, senior-living and multi-family projects	165 Capitol Ave. renovations and new parking garage, Hartford	1985
4	BL Companies Inc. 355 Research Parkway Meriden, CT 06450 203-630-1406; www.blcompanies.com	15 4	150	Carolyn Stanworth	Architecture, landscape architecture, land surveying, planning, structural engineering	Jordan's Furniture, New Haven	1986
4	Tecton Architects PC 1 Hartford Square West Hartford, CT 06106 860-548-0802; www.tectonarchitects.com	15 5	52	Ted Cutler Jeff Wyszynski	Corporate, health care, science and technology, academic, retail/destination, public safety	Hartford Hospital Center for Education, Simulation & Innovation	1979
6	Clohessey Harris & Kaiser 573 Hopmeadow St. Simsbury, CT 06070 860-651-3777; www.chkarch.com	12 9	31	James G. Harris Richard J. Kaiser	Commercial office buildings and interiors, religious buildings, car dealerships, industrial, medical offices	Pratt & Whitney world headquarters and engineering-office building, East Hartford	1987
7	Crosskey Architects 1 Union Place Hartford, CT 06103 860-724-3000; www.crosskey.com	10 3	34	William W. Crosskey II	Multi-family housing, historic preservation, interior design, health care	Redevelopment of Bowles Park, Hartford	1984
7	Tai Soo Kim Partners One Hartford Square West 146 Wyllys St., Suite 1-203 Hartford, CT 06106 860-547-1970; www.tskp.com	10 2	28	Tai Soo Kim T. Whitcomb Iglehart	Educational, cultural, civic, corporate, mixed-use development	Colt Fire Arms complex restoration, Hartford	1970
9	Kaestle Boos Associates Inc. 416 Slater Road New Britain, CT 06050 860-229-0361; www.kba-architects.com	9 1	47	Charles W. Boos Michael J. Blessing David W. King Michael J. McKeon Brian A. Solywoda Scott J. Mangiagli	Architecture, landscape architecture, structural engineering, interior design	Naugatuck High School renovation	1963
9	Moser Pilon Nelson Architects LLC 30 Jordan Lane Wethersfield, CT 06109 860-563-6164; www.mpn-arch.com	9 1	17	James D. Bell Richard B. Brown David C. Symonds, Jr. Hugh D. Pearson Dan Tuttle John S. Guinan	Education, health care, athletic facilities, office buildings, religious facilities	New Manufacturing Technology Center at Asnuntuck Community College, Enfield	1980
9	Quisenberry Arcari Architects LLC 318 Main St. Farmington, CT 06032 860-677-4594; www.qa-architects.com	9 1	23	David Quisenberry Thomas P. Arcari Rusty Malik	Educational, municipal, senior centers, health care, public housing and residential-architectural design	Newtown Community & Aquatic Center	2002

Source: Each firm via survey. Note: Fletcher-Thompson Inc. closed its Hartford office and now only maintains a presence in Bridgeport. —Compiled by Stephanie R. Meagher.

To view the full list, please visit HartfordBusiness.com

Higher-end Home Buyers

large, glamorous tile showers with frameless glass and free-standing soaking tubs, not whirlpools. Buyers also like double-sinks, but also double-vanities in the master, she said.

Another tendency she's seeing is a desire for three full baths.

"At one time you had to have four bedrooms, 2 1/2 baths," Wilcox said. "Now, at a certain price point, people are looking for that four-bedroom, 3 1/2 baths — and people are

absolutely looking for that three-car garage."

She put that price point at about \$550,000 and up in Glastonbury.

Wilcox speculates that TV home shows could be fueling buyers' interest in the various amenities, increasing their awareness of what's available.

Mike Grabon, controller at Aqua Pool & Patio in East Windsor, said the company has long sold pools as part of an outdoor living room concept, a place not just for cooling off, but entertainment,

which includes outdoor kitchens.

"Now the outdoor kitchens are just an extension of the grills that people used to have built in years ago and it's just finally beginning to take hold," he said. "For a kitchen nowadays, they mean outdoor kitchen," including refrigerators and sinks.

"I'd say ever since the economy started coming back, more and more people, as they're looking at the pools are looking into the concept of the outdoor living room," Grabon said.

Q&A: Stevens

are you overcoming those challenges?

A: With more advanced computer models, one of the most pressing challenges facing our industry is the ability to manage growing client expectations. The industry's most cutting-edge architects must keep pace with this more sophisticated design technology and integrate multiple disciplines to stay ahead, but building project budgets aren't matching this increase in investment.

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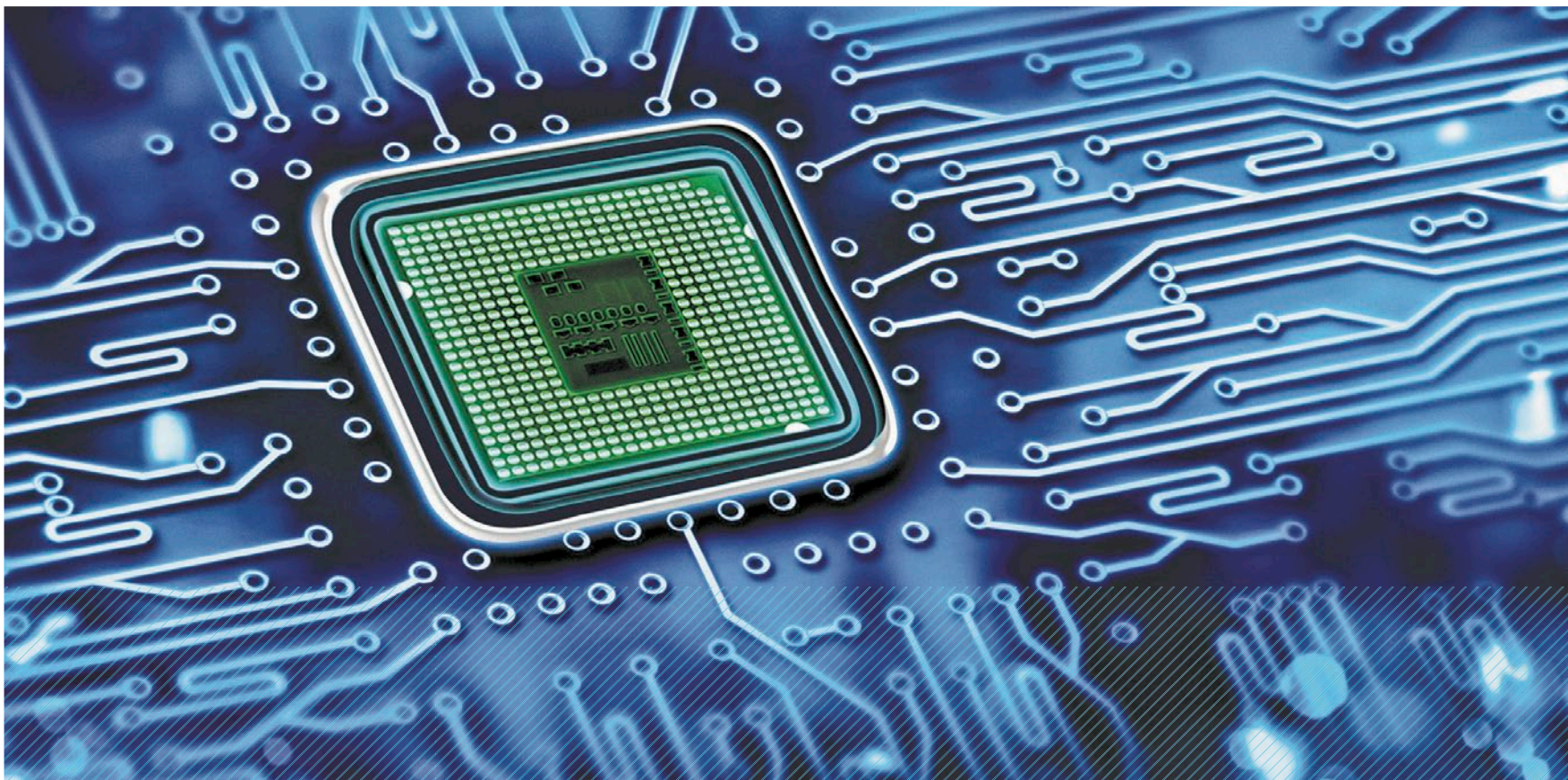
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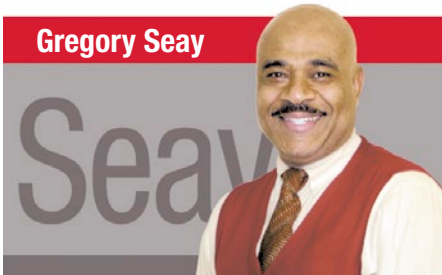
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# UHart begins \$10.6M Mortensen Library redo

Gregory Seay



Expansion work has started on the University of Hartford's Mortensen Library, a \$10.6 million project set for completion late in 2017.

The private college bordering Hartford and West Hartford broke ground right before Memorial Day on the project, likely the final groundbreaking for UHart President Walter Harrison, who is set to retire June 2017.

According to UHart officials, the Mortensen upgrades that architect Sasaki Associates of Watertown, Mass., designed will take several forms.

The Mortensen addition will include a new three-story glass wall and interior renovations that add flexible work spaces and access to a wide variety of media.

Once finished, the Allen Library, which houses music and dance materials and is the intellectual hub to the Hartt School of Music, will be relocated to the library's garden level, said UHart spokeswoman Mary Ingarra.

Shawmut Design and Construction of North Haven is the construction project manager.



RENDERING & PHOTOS: CONTRIBUTED



(Top) Rendering of the Mortensen Library expansion/renovation. (Far left) 550 Whitney Ave., Hamden. (Left) Ollie's store at 381 Broad St., Manchester.

The 350,000-square-foot facility on 52.6 acres at 1 Mar-

ket Circle is owned by IMC Connecticut LLC.

UPS did not respond to a call for information about its intentions for the facility.

Sentry Commercial was listing broker.

## Hamden apts. bring \$1.4M

A 17-unit Hamden apartment building recently sold for \$1.385 million, brokers say. Ellsworth's Capril LLC sold the property

Chartered in 1957, UHart has more than 5,200 undergraduate and nearly 1,700 graduate students from 46 states and 61 countries, as well as 82,000 alumni living worldwide.

## UPS in Windsor

United Parcel Service has leased 230,000 square feet in a Windsor distribution center, brokers say.

at 550 Whitney Ave., to Wildwood Holding LLC, according to exclusive broker Pearce Real Estate.

## Newington space listed

The bulk of the space in a Newington industrial building is available for lease, a broker says.

Built in 1974, the expandable 64,000-square-foot building on 6.85 acres at 385 Stamm Road has about 41,600 square feet of high-bay industrial/warehouse space available at \$5.75 a square foot triple net, according to listing broker Reno Properties Group LLC.

The facility also has 10 high-loading docks with overhead doors. Also available is 8,000 square feet of air-conditioned office/showroom space at \$8 a square foot, Reno said.

## Ollie's in Manchester

Ollie's Bargain Outlet store recently opened its second Connecticut location in Manchester.

The newest store occupies 24,729 square feet that was previously a grocery store at 381 Broad St.

Levy Properties LLC is landlord.

Waterbury is home to Ollie's other Connecticut store. Ollie's is based in Harrisburg, Pa. ■

*Deal Watch wants to hear from you. E-mail it, along with contact information to: gseay@HartfordBusiness.com. Gregory Seay is the Hartford Business Journal News Editor.*



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# Advocates want benefit LLCs

competing with Oregon (which is considered the hub of benefit corps), I think, is a great sign that Connecticut is on its way to becoming a hub of social entrepreneurship.”

Oregon, with a population 12 percent greater than Connecticut’s, implemented its benefit corporation law Jan. 1, 2014, and it had 63 benefit corporations after 17 months versus 61 for Connecticut, according to a report done for reSET by Matthew C. McGrath and Chadia Parnell of Central Connecticut State University’s business school.

Oregon, though, also allowed benefit LLCs at the same time, and the state had 340 of them at 17 months, the research showed. Woulfe said Portland, Ore., has established itself as a progressive hub of social consciousness and environmentalism.

Connecticut does not allow benefit LLCs, but Woulfe wants to change that next legislative session, which he thinks could provide a major boost to the state’s efforts to grow such companies. Draft legislation is already written and Secretary of the State Denise Merrill has expressed support for the concept.

Benefit LLCs provide the tax and ease-of-use benefit of the LLC and the marketing, accountability and transparency benefits of the benefit corporation, Woulfe said.

Maryland is the only other state allowing benefit LLCs, according to the research by McGrath and Parnell.

To sweeten Connecticut’s attraction as a hub for such companies, reSET would also like to see benefit corporations and benefit LLCs qualify for the angel investor tax credit to incentivize the flow of capital to them, Woulfe said.

“Hopefully that would drive more capital to these types of businesses, but also make the young people that are graduating from our colleges and universities think twice about going to Massachusetts or New York to start their mission-driven business and stay here in Connecticut,” he said.

More colleges and universities are starting to talk about social entrepreneurship, so entrepreneurs are learning about this concept and using it more, he said.

If Connecticut were to have benefit corporations and LLCs that enable people to include social entrepreneurship as part of their mission and provide an incentive to invest in such businesses, it would have all the ingredients for a thriving sector, he said.

## LLCs gain in popularity

Benefit corporations are for-profit businesses and subject to the same tax treatment and organizational structure as other for-profit companies, but their business purpose includes making a profit and pursuing some benefit to society.

Corporations, however, are not formed nearly as much anymore as LLCs, which are a much more flexible form of business corporation.

Murtha Cullina lawyer and partner David Menard, who practices business law and regularly assists benefit corporations, said that roughly 80 percent of companies formed today are LLCs.

Allowing benefit LLCs is key to growing the sector, he said. Providing a tax credit also would be a “huge” difference-maker for Connecticut, he added, noting the benefit corporation law has proved its worth.

Referring to some who might have questioned the need for benefit corporations, whether they do something that regular corporations can’t already do, “I think the answer is yes,” Menard said.



James Woulfe, director of advocacy and external affairs, reSET



David Menard, lawyer and partner, Murtha Cullina

“Part of it’s almost a generational and philosophical divide, like, ‘What’s the purpose of a company? How does it interact with our society? Is it there just to make money, or is it there to do something more?’” Menard said. “And I think especially ... the Millennial generation, there is a desire to have a company not just be about making money, but about making a statement, saying something about who they are.”

## Promoting art

Megan Eza said the benefits corporation law opened the door to launching a company she first envisioned a decade ago.

She incorporated as Brandon Nicholas Eza Publishing Inc., named after her late brother, in January, but the company operates under the trade name BNE Publishing Inc. in Coventry.

The company, still in its formative stages, plans to publish monthly digital and print newsletters that promote the work of 20 artists and their different art forms. Sales of the art, which BNE plans to replicate on various mediums, would benefit the artist, with a profit, too, for BNE that it plans to split with groups that could include area arts clubs or arts societies. Artists also would receive a commission on program sales and the programs would include advertising complementary to the artwork.

Eza said BNE would give away half its profits. “We’d like to give to more than just one place” to achieve broad impact, Eza said.

The idea is to give artists exposure and get their work in public hands, which benefits artists, helps local groups and still makes the company a profit, Eza said. To make the art more available to the public, BNE, with artists’ permission, would replicate a painting, for example, not just on paper, but on items like mugs or T-shirts.

Eza hopes to have the first art program published in about three months, pending the completion of a Kickstarter campaign to help cover initial costs.

The company bought the former Pond Hill Schoolhouse, built in 1748, on Main Street in Coventry, which it plans to renovate and use to

display and sell artists’ work, and stage events. The parcel also includes two buildings for artist’s studios.

## Marketing advantage

FRESH Farm Aquaponics Inc. of South Glastonbury incorporated as an LLC in 2012, then converted to a benefit corporation when the new law took effect in Oct. 2014, as did several other companies. The state’s legacy preservation provision in the law was a key factor in the conversion, said Kieran Foran, co-founder and president.

The provision basically says if a company is sold, “the new management structure still has to maintain those core values that we set from the beginning of having a positive social, environmental and economic impact,” Foran said.

Being a benefit corporation has marketing benefits, too, he said. When people ask what it means to be a benefit corporation, “we go into how we’re making sure our business isn’t just solely profit-driven, but that it’s also taking into account how it affects communities and how it affects the environment as well,” he said.

The company raises fish and plants together in a sustainable ecosystem. Its website says the company is part of a “rising tide of entrepreneurs using aquaponics and other food 4.0 smart agriculture technologies to create a world that feeds itself sustainably.”

FRESH Farm Aquaponics provides workshops and lessons for schools, a couple of which use the aquaponics systems, as a way to teach STEM subjects in the classroom, Foran said.

“Aquaponics lends itself very well to doing that because it’s growing fish and plants together, so it has science aspects, a little bit of the engineering aspects, some math involved as well,” he said.

The company also works with the ARC of Meriden-Wallingford, which provides community-based opportunities for people with disabilities. ARC has a FRESH Farm Aquaponics system it uses to help teach its clients job training and life skills, Foran said.

The benefit corporation status can go a long way for companies showcasing the benefit they have on the community, he said.

“But if you just sign up as a benefit corp. and then be quiet, then there’s really no benefit to being that,” he said. “It’s all about what you make of it. I think it’s a fantastic opportunity for business owners in Connecticut. I’m personally excited to see how this grows and how benefit corporations become a more entrenched part and a more normal way of doing business.”

## Young millionaires seek ‘social-impact’ investments

By Patrick Gillespie  
CNNMoney

Millennials are changing the investing agenda.

They don’t just want to grow their money: Many Millennials want to achieve social and environmental goals through their investments. It’s called “impact investing” and it’s not just a buzz word.

“Impact investing is hitting the mainstream,” says Jackie VanderBrug, investment strategist at U.S. Trust, a division of Bank of America. “We’re hitting a tipping point.”

VanderBrug knows. She and her team at U.S. Trust recently surveyed 684 individuals with investable assets worth \$3 million or more. Among the millionaires, dozens were Millennials between the ages of 18 and 35.

The overwhelming majority of Millennials surveyed — 93 percent — believe that a company’s social and environmental impact is key to their investing decisions. That’s up from 74 percent two years ago, according to the U.S. Trust study.

In some ways, it’s not new. Students have long protested at universities to end investments in coal or against governments like South Africa during the apartheid era. Last year, Columbia University and the University of Southern California both dumped their investments in prison stocks after student protests.

But instead of divesting, new investors want to see companies make an impact in a positive way.

Their older peers also agree. This year, 51 percent of Baby Boomer investors believe impact investing is key to where they park their cash, up from 46 percent. All age groups have increased their preference for impact investing over the past two years.

Former Vice President Al Gore is one impact investor. His investing firm, Generation, manages \$12 billion.

“Sustainability values should be completely integrated in the investing process,” Gore said in November at the Dealbook Conference.

Continued ▶

▶ **93 percent [of Millennials] believe that a company’s social and environmental impact is key to their investing decisions. That’s up from 74 percent two years ago.**

U.S. Trust study





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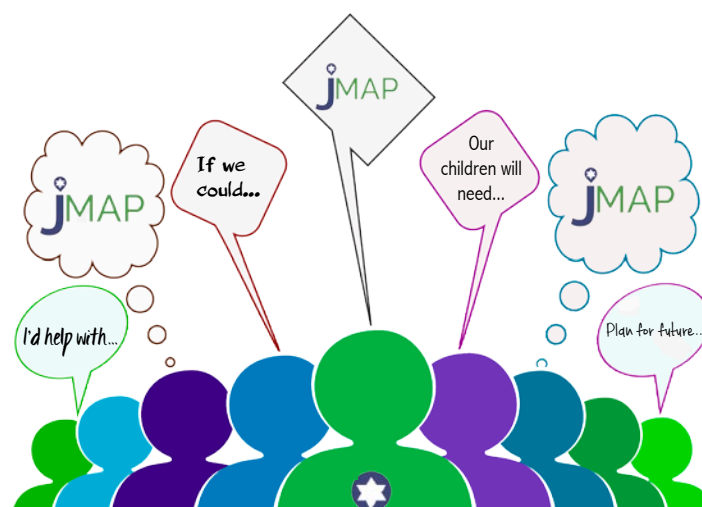
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► **51 percent of Baby Boomer investors believe impact investing is key to where they park their cash, up from 46 percent.**

#### ► Young Millionaires

Despite the buzz, experts admit there are challenges. Here are the top ones:

1. Defining “impact investing” is a challenge. It includes a wide swath of subjects, from gender equality and renewable energy to affordable housing and environmental policies. So they don’t all appeal to the same people.

2. How it benefits investors is sometimes hard to measure. Fixing abstract problems like gender inequality through private investment don’t have easy yardsticks for success.

3. Impact investing is often confused or conflated with philanthropy — many investors don’t want to blend the two, either for moral reasons or tax purposes (you can write off philanthropic donations when you file your taxes).

Still, companies are becoming more transparent, experts say. Last year, over 7,000 companies issued corporate responsibility reports, which are audited by a third party. That’s up from only 27 such reports in 1992, says VanderBrug.

And some people are trying to tackle the challenges facing impact investors. Christina Alfonso is the CEO of Madeira Global, a firm based in New York that specializes in data analytics that pertain to ESG — environmental, social and governance.

Her firm focuses on scoring private equity companies on a framework that has a scale of 0 to 100. Madeira ranks firms on a range of factors, such as environmental policies, governance and social impact. “It allows us to benchmark companies across industries, geographies and growth stages,” says Alfonso.

One often-cited socially responsible company is Starbucks. It seeks to buy coffee grown in an ethical manner. It also helps employees pay for college, among other initiatives. ■

► from page 1

# Other hotel owners alarmed

The use of property tax breaks or incentives to encourage economic development is not new to Hartford or other Connecticut cities and towns, but a legal challenge questioning the fairness of such incentives is rare.

According to the suit, the issue is that the Radisson — currently owned by Florida hospitality owner/operator Inner Circle — is assessed on city property-tax rolls at \$6.545 million, for which its latest tax bill was \$486,228.06.

However, the suit contends that three neighboring large downtown hotels — the Hilton Hartford on Trumbull Street; Hartford Marriott Downtown on Columbus Boulevard; and the Residence Inn By Marriott Hartford Downtown on Main Street — “have been granted tax exemptions by the [city] and are not required to pay any taxes” despite each being valued at millions of dollars on city tax rolls.

“The disparate tax treatment imposed by the [city] upon the [Radisson] in comparison to the ... three competitors,” the suit states, “is intentional but irrational and deprives the [Radisson Hotel and its owners] of equal protection of the laws in violation of the Fourteenth Amendment to the United States Constitution.”

According to the Radisson owner’s New Haven attorney, John R. Williams, his client has been unable to determine how the city and its rivals crafted the tax exemptions, but it hopes to find out during discovery.

“Everything is ad hoc,” he said. “There isn’t a set plan. Everybody is out cutting their own deal.”

The city assessor’s office verified that none of the Ramada’s three downtown Hartford rivals has paid property taxes on their land since at least 2012.

The reason, according to Jamie Bratt, the city’s director of planning and economic development, is that the Residence Inn and Hilton Hartford rest on city land for which they pay the city rent. As such, they are not subject to real estate taxes for the land. But all three hotels are responsible for personal-property levies on the value of furniture, fixtures and equipment in their buildings, Bratt said.

According to city records, the most recent personal-property tax bill for the Residence Inn was \$66,441; Marriott Hartford, \$156,060; and Hartford Hilton, \$118,990.

The Marriott Hartford, as part of the Adriaen’s Landing development that includes Front Street and the Connecticut Convention Center, does not pay real estate property tax under a 15-year abatement that the hotel’s owner negotiated with the city, Bratt said.



H&J PHOTO | GREGORY SEAY

The Hilton Hartford is exempt from city property taxes.

The Radisson is one of three downtown hotels that have tax-abatement applications pending with the city, Bratt said. She declined to identify the other two, citing privacy concerns for the property owners.

Asked whether the Radisson suit could undermine city efforts to negotiate future property-tax abatements, or even force the city to revisit previous tax-aversion pacts, city hall spokesman Brett Broesder said the city does not comment on pending litigation.

#### Other legal issues

50 Morgan Hospitality Group LLC was formed in Aug. 2013, according to the Secretary of the State’s office, shortly before Inner Circle became majority owner of the Radisson, after pumping in \$11.5 million for property renovations. Inner Circle bought its stake from Magilink Group, a South Korean company that purchased the hotel out of foreclosure in 2010.

In Jan. 2014, the owners swapped the hotel’s Ramada brand flag for one from Radisson.

Inner Circle also reportedly is under way with converting some of the property’s upper rooms into apartments, many of which have sweeping views of parts of downtown, including the new Dunkin’ Donuts Park.

The hotel’s owner, which did not respond to a request for comment, has had other legal disputes with the city.

Last October, the Radisson’s owner won in state court its appeal of the city’s 2012 and 2013 assessment of the value of the hotel’s personal property — consisting of furniture, fixtures and equipment that included

data-processing equipment; telecommunications gear; hotel uniforms/linens, among other items, court records show.

According to court papers, 50 Morgan hired an appraiser who set the hotel’s personal-property fair value in continued use at \$330,780 as of Oct. 1, 2012 and \$454,000 as of Oct. 1, 2013.

The city assessor, however, asserted the hotel’s personal property was worth way more: \$893,890 in assessed value on its personal property in 2012.

Ultimately, a trial referee sided with the hotel owner, declaring that both the hired appraiser’s Oct. 1, 2012 and Oct. 1, 2013 personal-property valuations of \$330,780 and \$454,000, respectively, were reasonably calculated based on the hotel’s use of the items rather than for their purchase or sale.

#### Hotel owner’s plight

Landlord Paul Khakshouri says he has been an investor in downtown Hartford real estate the past 16 years. One of his holdings is the former Bond Hotel, now Homewood Suites, at 338 Asylum St.

Khakshouri says Homewood also is among the three hotels with a pending tax-abatement application at city hall. He said he needs property-tax relief because overall occupancy among Hartford’s downtown hotels has been stuck at an average 58 percent for the last four years.

Moreover, he is petrified at the prospect that a looming revaluation of all city residential and commercial real estate likely will show values have increased, triggering higher property-tax bills.

If his tax bill climbs, he said, along with the prospect that Aetna’s pending merger with Humana further shrinks executive-travelers’ use of his lodging services, the resulting drag on Homewood’s profitability would place it “in dire straits.”

Similar concerns prompted him, he said, to sell the former 96-room Holiday Inn Express hotel, now a Red Roof Inn, doors away from Homewood Suites.

The problem, he said, is an existing loophole that allows hotels atop city- or state-owned real estate to qualify for favorable tax treatment.

He said that if the city denies his latest request for tax relief, he would strongly consider following in the Radisson’s footsteps — and urge other aggrieved hotel owners to join — in pursuing a class-action lawsuit against the city.

“It’s unfair play,” Khakshouri said. ■



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### FY 2014 SUMMARY

	2013	2014
<b>Total Employees</b>	16	16
<b>Total Assets</b>	\$26,322,485	\$24,330,646
<b>Total Liabilities</b>	\$321,664	\$195,420

### REVENUES

<b>Contributions &amp; Grants</b>	\$51,000	\$0
<b>Program Service Revenue</b>	\$0	\$0
<b>Investment Income</b>	\$443,836	\$1,719,912
<b>Other</b>	\$46	\$0
<b>TOTAL</b>	<b>\$494,882</b>	<b>\$1,719,912</b>

### EXPENSES

<b>Grants</b>	\$594,662	\$421,026
<b>Member Benefits</b>	0	\$0
<b>Salaries/Employee Benefits</b>	\$1,385,792	\$1,284,541
<b>Fundraising Fees</b>	\$0	\$0
<b>Other</b>	\$540,922	\$564,090
<b>TOTAL</b>	<b>\$2,521,376</b>	<b>\$2,269,657</b>
<b>MARGIN</b>	<b>\$(2,026,494)</b>	<b>\$(549,745)</b>

### TOP PAID EXECUTIVES (FY 2014)

	Base Salary	Total Compensation & Benefits
<b>Frances Padilla</b> , President	\$149,986	\$160,486
<b>Janet Davenport</b> , VP of Communication	\$113,818	\$121,785

SOURCE: GUIDESTAR IRS 990 TAX FORM

The Greater Hartford Arts Council will award funding to over 20 arts and cultural organizations through its **Artscape Grants program**. Supported by the Arts Council's United Arts Campaign, Artscape grants provide funding

for arts programs that improve quality of life for residents. Among the organizations that will benefit from the grants are: Unified Theater (whose program participants are shown, above right, wearing orange shirts), SHIFT Scoliosis & Orthopedics, Hartford Independent Chamber Orchestra and CCARC Inc.

The **United Bank Foundation** pledged \$100,000 to **Asnuntuck Community College's Foundation** to support the college's Academic Skills Center.

The donation is the largest single gift in the college's history. The funds will be used to relocate and improve the college's tutoring space, as well as financing the center's tutors.



PHOTO | CONTRIBUTED

**Mayor Marcia A. Leclerc** of East Hartford presented a **\$6,000** donation to **Connecticut's Old State House** to fund the construction of an office for Connecticut's Kid Governor and a Civics Action Lab to help teach kids about government and civic involvement in their community. The Old State House is one of nine nonprofit organizations that will

benefit from the 2016 Mayor's Charity Ball. Pictured (from left) are: Patrick Sheehan, chairman of the CT Public Affairs Network; Elena Tipton, Kid Governor; Marcia A. Leclerc, mayor of East Hartford; Sally Whipple, executive director,

CT's Old State House; Cynthia Ritchie, asst. superintendent, East Hartford Public Schools; Beatrice Corrado, asst. principal, O'Connell Elementary School; and Greg Fox, principal, O'Connell Elementary School.



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## MOVERS & SHAKERS



Andrew P. Keenan



Steve Hills



Rebecca Hopkins



Jeff Mard



Casey McGannon



Jim Villa



Sabrina Trocchi



Tracy Bleiler

### Evariant appoints CFO

Farmington-based Evariant, a healthcare software provider, announced that **Andrew P. Keenan** has joined the company as chief financial officer.

Keenan joins Evariant from PeopleFluent, where he served as CFO. He will lead Evariant's financial planning, reporting, treasury, accounting, compliance and human resources efforts.

Keenan held CFO and other senior financial positions at global companies for over 30 years. Much of this time was spent leading technology companies through various stages of growth and development, including three successful IPOs and several exits through sale transactions.

### Tecton Architects names staffers to technology-focused positions

Hartford-based Tecton Architects has promoted **Steve Hills** to building information modeling manager and **Rebecca Hopkins** will fill a new role as manager of emerging technologies.

Hills' role focuses on advancing the firm's use of 3D building information modeling and elevating the capabilities of the integrated design and construction teams. He has been with the firm for 11 years.

Hopkins' position goes beyond day-to-day use of software, exploring nontraditional, cutting-edge ways of exploring design ideas and constructability. Current initiatives include tiered virtual reality/augmented reality design, 3D printing and mixed-media modeling, and job-site observation efficiency.

### Cronin and Co. hires VP of business development and innovation

Glastonbury marketing communications agency Cronin and Co. LLC has hired **Jeff Mard** as vice president of business development and innovation.

Prior to Cronin, Mard served as vice president for Horizon Marketing Group, where he was part of the team that helped launch the first mobile web browser.

### Sage Solutions welcomes new gerontologist

West Hartford-based Sage Solutions LLC, a professional care management company providing guidance for families of aging parents, announced that gerontologist **Casey McGannon** has joined the practice and will support communities with her expertise in eldercare management and issues families face at the end of life.

Her experience includes director of programs and education for the Alzheimer's Association in Connecticut. In addition, McGannon owned and operated a Home Instead Senior Care office on Prince Edward Island for six years, working with island seniors and their families to ensure they had the most appropriate level of care.

### The Hartford hires head of accident and health

The Hartford has hired **Jim Villa** as the new head of accident and health (A&H), reporting to Mike Concannon, executive vice president of group benefits. In this role, Villa is responsible for expanding the A&H product suite across The Hartford's businesses.

Villa joined The Hartford with more than 25 years of underwriting and sales experience in A&H. Most recently, he was senior vice president and global A&H chief operating officer at Chubb, where he led all aspects of the business.

### Wheeler names COO

Plainville-based Wheeler has named **Sabrina Trocchi** chief operating officer. In this role, she is responsible for implementing a systemic approach to the development and execution of organizational strategy and administering and managing the organization's service and quality operations.

Trocchi joined Wheeler in 2014 as chief strategy officer and implemented strategic initiatives, partnerships, ventures and alliances to drive organizational growth and service expansion.

Prior to joining Wheeler, Sabrina served in a number of leadership positions at other organizations, including as chief of staff for the Connecticut Department of Mental Health and Addiction Services.

### Women in Manufacturing elects TRUMPF marketer as chairperson

The national association Women in Manufacturing (WiM) has elected **Sheila LaMothe**, associate director of marketing and public relations for Farmington-based TRUMPF Inc., as 2016 chairperson of the WiM board of directors.

LaMothe takes the reins after serving as WiM's vice chairperson in 2015.

LaMothe brings 25 years of manufacturing marketing experience to her new role leading the WiM board. Prior to joining TRUMPF in 2002, LaMothe facilitated connections between Connecticut manufacturers and sales representatives in Europe and Asia as an international trade specialist with the state Department of Economic and Community Development, and worked as group marketing manager for an international aerospace components manufacturer.

### Windsor Federal Savings names Suffield branch manager

**Tracy Bleiler** has been appointed branch manager at the newest Windsor Federal Savings office, located at 112 Mountain Road in Suffield.

With more than 20 years in banking, Bleiler has held positions of increasing responsibility at banks of varying sizes. As branch manager in Suffield, she and her team will be actively involved in community events.





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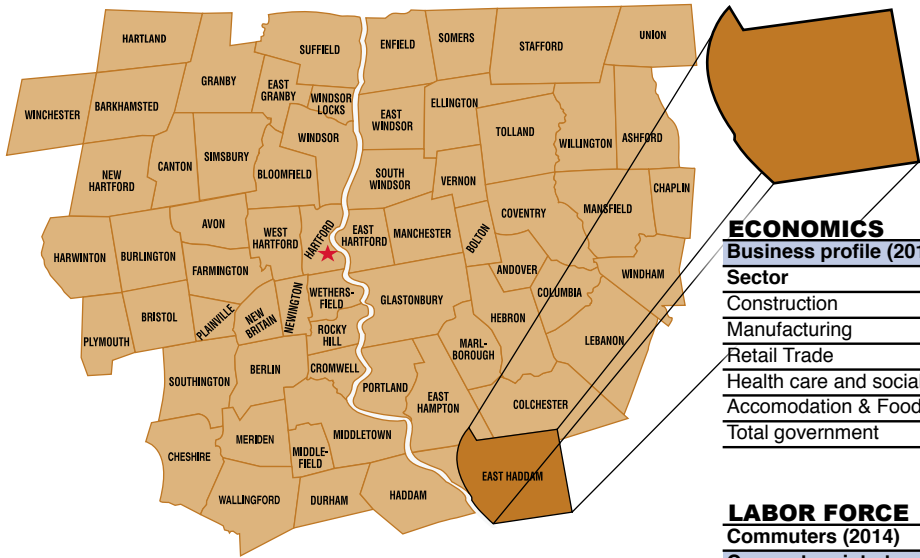
Land area (sq. miles)	54
Pop./sq. mile (2010)	169
Median age (2010-14)	43
Households (2010-14)	3,500
Median HH Inc. (2010-14)	\$82,773

Population (2010-14)	
2000	8,333
2010	9,126
2014	9,142
2020	9,463

Race/Ethnicity (2010-14)	
White	8,573
Black	113
Asian Pacific	93
Native American	0
Other/Multi-race	224
Hispanic	205

HOUSING	
Housing stock (2010-14)	
Existing units (total)	4,633
% single unit	92.0%
New permits auth. (2014)	9
as % existing units	0.20%
Demolitions (2014)	0
Residential sales (2013)	110
Median price	\$285,000

Top 5 Employers	
Town of East Haddam	
Goodspeed Opera House Foundation	
Franklin Academy	
Chestelm Convalescent Hospital	
Shagbark Lumber and Farm Supplies	



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ECONOMICS

Business profile (2014)		
Sector	Units	Employment
Construction	25	61
Manufacturing	4	43
Retail Trade	13	169
Health care and social assistance	12	189
Accommodation & Food Services	13	108
Total government	13	327

LABOR FORCE

Commuters (2014)			
Commuters into town from:			
East Haddam	566	Middletown	40
Colchester	99	Chester	27
East Hampton	96	Cromwell	22
Haddam	43		

Labor Force (Residence)	
Employed	4,976
Unemployed	288
Unemployment Rate	5.8%

Place of Work (2014)	
# of units	169
Total Employment	1,456
Manufacturing Employment	43

TOP 5 GRAND LIST		
Company	Amount	% of Net
Connecticut Light & Power Inc.	\$12.6M	1.04%
Fox Hopyard Golf Club	\$4.2M	0.34%
Hadlyme Hills LLC	\$3.5M	0.29%
Banner Country Club	\$1.9M	0.15%
Healthcare Holdings	\$1.9M	0.15%

Source: Connecticut Economic Resource Center, www.cerc.com

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EDITORIAL

# Blame shared in Hartford stadium debacle

It appears minor league baseball may not be played in Hartford this year after all. With Mayor Luke Bronin's decision to fire Centerplan Cos. and DoNo LLC as builder of the \$63 million Dunkin' Donuts Park, the Hartford Yard Goats inaugural home season in the Capital City is in jeopardy; there's a high probability the Double-A baseball team will need to play the remainder of its home schedule elsewhere.

The stadium debacle is another black eye for the city, which can't afford more bad publicity or financial constraints.

As the finger-pointing ensues among the various stakeholders, it's clear there is lots of blame to go around; no stakeholder is completely faultless.

The chief mistake was made early in the process, when the team, Segarra administration and developer agreed to rush along a project that clearly needed more time to plan, develop and execute. We are now experiencing the consequences of a major project initially negotiated behind closed doors and out of the public light.

When ground was broken on Dunkin' Donuts Park in Feb. 2015, there was a lot of skepticism, even doubt about a then \$56 million stadium being erected in about a year's time. Even with an unusually mild winter the developer didn't come close to meeting its deadline.

Some may place all the blame on Centerplan Cos.'s incompetence. We aren't willing to go there just yet. We will let the surety bond insurer's investigators and possibly the legal system sort out the facts and determine what went wrong.

Hartford Mayor Luke Bronin, who inherited the stadium fiasco from his predecessor, and Yard Goats owner Josh Solomon have been harsh in their criticism of Centerplan, arguing they lost confidence in the Middletown developer's ability to provide a reliable timeline for the project. Centerplan has missed several deadlines they promised to meet.

Centerplan has countered that more than 100 design changes ordered by the city since January are to blame for the delays.

The reality is, this project was rushed from the start and when major projects are hurried along it paves a path for pitfalls. For example, the request for proposals to develop the stadium and broader downtown north mixed-use development was issued July 2, 2014 and had an Aug. 1 return deadline. There was an informational hearing on the project July 16, 2014, which means developers had only two to four weeks to create a blueprint for a complex project worth hundreds of millions of dollars, including tens of millions of dollars in taxpayer money. Only two legitimate bids were submitted for the development, including Centerplan's.

We understand part of the rush to complete the stadium in a year's time was the fact that the team's lease in New Britain expired at the end of 2015, but that's still not an excuse to hurry the project. The team should have tried to extend its lease in the Hardware City for one more year, or make arrangements to play in another temporary home during the 2016 season.

It's a similar playbook used by the National Football League's Minnesota Vikings, which played its home games the last two seasons at the University of Minnesota's campus, while its new \$1 billion stadium was being erected. This would have stretched out the entire downtown north project timeline and maybe even encouraged more project bids.

That's all irrelevant at this point, but we hope the city learns from its mistakes and re-thinks how it considers, approves and shepherds along major developments. We also still want the Yard Goats to be successful in the Capital City when they eventually do play baseball here.

Rooting against the home team makes little sense — even for those who were opposed to the project from the start — because taxpayers will be the ultimate loser if the team fails to gain traction. ■

RULE OF LAW

# Could Hartford Foundation help solve city's budget crisis?

By John Horak

Connecticut's image took another blow in March when State Sen. Martin Looney proposed taxing Yale's endowment. His suggestion was couched behind rhetoric about the "need to look at how much of the endowment is invested for the greater public good," and making sure rich schools "use their wealth to create job opportunities." The proposal died when people realized Looney had been reading from the playbook of Willie Sutton, who robbed banks "because that's where the money is."

However, on a deeper level, Looney's proposal is evidence that the relationship between our government and nonprofit organizations (whether they have an endowment or not) has taken on attributes of a tug-of-war over resources. The struggle is reflected in reductions in state funding of nonprofit service providers, and municipal attempts to impose property taxes on nonprofit real estate. Looney was more direct — he wanted to take some of Yale's money and use it to pay the state's bills.

This issue is grounded in the fact that both nonprofit and governmental assets must be used to provide a "public benefit" of some type, so a pas de deux between the trustees of these organizations and governmental officials is inevitable in times of scarcity.

I believe that the endowments of our nonprofit organizations would be gone by now if they had been under the control of government officials; and that Looney's remarks are not appropriate for Yale because its endowment is dedicated to its educational mission. However, his inquiry may be appropriate in the case of our grantmaking foundations with endowments legally dedicated to the general public welfare. As a matter of necessity (and political pressure) will grantmaking foundations need to step up or alter their games to "relieve the burdens of government" — which the law expressly permits them to do?

This could play out in different ways depending on the depth of government's problems and the resources of appropriate foundations. But let me use a large example to illustrate the point: the city of Hartford and the Hartford Foundation for Public Giving.

The city is drawing open comparisons to Detroit and its bankruptcy. Hartford's turnaround will take years even if it avoids a bankruptcy filing. On the other hand, there is the Foundation with a total (restricted and unrestricted) endowment of \$900 million dedicated to the "greater public good" (to use Looney's words) in the "city of Hartford and its vicinity." So, why and how could the Foundation step up to help the city (consistent in principle, for example, with the way the Kresge Foundation participated in

the "Grand Bargain" that took Detroit out of bankruptcy)?

The "why" question is easy to answer because the Foundation is a "community foundation," a form of entity that emerged in the country in the early 20th century when the industrial economy was creating wealth and people saw wisdom in pooling their charitable gifts in an entity managed by the community for its benefit. The Hartford Foundation was created in 1925. The endowment is not owned by the Foundation, but by the community for which it was created. The Foundation is directly answerable to the community and the community is hurting.

As far as the "how" question is concerned, the first thought is that cash is always king in these situations, and the Foundation could free up cash for a period of time to help navigate these waters.

The Foundation could be asked to "share the austerity" by taking a hard look at its operations in search of savings. In 2014, the Foundation started a public policy and lobbying initiative. Maybe this is necessary and maybe it is not — but the community does not lack for policy papers, demographic analysis or lobbyists.

Another way to free up cash is to tweak the Foundation's spending policy upward (the percentage of the endowment's average value that is expended) for special purposes.

The Foundation is spending at a 5 percent rate, but it could be tweaked higher (even for a limited time or purposes) while still satisfying legal prudence standards.

Next, on a strategic level, the Foundation could "lessen the burdens of government" by doing what the government has done poorly — enhance private-sector economic growth.

Community foundations can invest resources in enterprises (even privately owned) linked to economically stressed communities and residents.

When you think about it, the Foundation's current endowment is the fruit of the community's once vibrant wealth-creating private sector — such that investing to bring it back is as natural an undertaking as it is prudent.

Finally, many private nonprofits depend on the Foundation for support, so if the Foundation were to shift focus to the city for a time, the Foundation could adopt a policy reserving a minimum percentage of its annual distributions to their grant applications. The underlying point is that local governments have sources of revenue (taxes and bonding) that private nonprofits do not.

Let me circle back to where I started — with Sen. Looney and the relationship between nonprofit organizations and government in a time of scarcity.

There is no one-size-fits-all formula for addressing the issue, but it is reasonable to expect grantmaking organizations with the means to help lessen government's burden, but only in a carefully reasoned and prudent manner. ■

*John M. Horak has practiced law at Reid and Riege P.C. in Hartford since 1980. His opinions are his own.*



John Horak

► As a matter of necessity (and political pressure) will grantmaking foundations need to step up ... to relieve the burdens of government ... ?

## HARTFORDBUSINESS.COM POLL

Is replacing Centerplan Cos. as builder of Dunkin' Donuts Park the right move?

☐ Yes  
☐ No

To vote, go online to [HartfordBusiness.com](http://HartfordBusiness.com).

Last week's poll results:  
Does CT have adequate affordable housing?

30.8% Yes  
69.2% No



# The changing long-term care paradigm

By Matthew S. Bavolack

With close to 15,600 long-term care providers operating throughout the country and a continually changing regulatory environment, providers face a variety of operational and compliance challenges. Opinions on which are the most pressing challenges depend on whom you ask, but two key areas of change come up repeatedly: residents' care needs and reimbursement.

No longer are nursing homes places where the elderly end up spending their last years by default, and no longer can operators rely solely on restorative care as their fail-safe to break even. So what might the nursing home of tomorrow look like?

Care needs will continue to drive the future of the nursing-home industry. Today's and tomorrow's residents will arrive at the front door with more complex needs, based on the longer lives we



Matthew S. Bavolack

are living and the progression of dementia in the advanced-age population. Dementia care needs will be expanded to parallel the advance of the disease. Another thing's also for certain: Care will be continue to be regulated.

- Nursing homes won't be a place for restorative care, which is migrating to out-patient clinics and other types of facilities. We're already seeing joint replacement rehab moving to non-institutionalized settings.

- Resident rooms and physical plants will look different. The Baby Boomers of today don't just want but demand a home-like setting, including spacious private rooms with private baths. Facilities designed to appeal to this generation's tastes and expectations will replace the institutionalized settings that still often characterize many of today's nursing homes.

- The aging infrastructure will be replaced by smaller facilities offering a "neighborhood" environment where employees serve as caregivers, cooks, administrators and the myriad other roles entailed in resident support.

- Employees will be crossed-trained in order to improve efficiency and cost effectiveness, as market demand for services increases and the workforce simultaneously shrinks with the aging of the Baby Boomer generation.

## Challenges in reimbursement

With an aging infrastructure and shrinking reimbursements from both government and private payers, how can a facility operator continue to provide care and remain profitable? Operators who are not aggressively developing strategies for survival will find themselves out of business in short order, as the regulated environment for nursing homes gets ever-stricter and less lucrative.

Recall Newton's law of motion: An object in motion stays in motion and an object at rest stays at rest.

Reimbursement will remain a challenge as both federal and state regulators continue to look to cut already stretched budgets. But there are opportunities for nursing-home operators who embrace change. The paradigm is already shifting from volume to value, which refers to the shift of reimbursement to an outcomes-based model.

The federal government has clearly outlined its goals and objectives as follows:

- To move 30 percent of all Medicare payments by 2016 to an alternative payment model focused on how the provider community cares for their residents, instead of the volume of care being provided.

- To continue to extend the value vs. volume concept to 50 percent by 2018.

- The result of this shift to a value-based purchasing model is intended to reduce nursing home lengths of stay.

## Adapting to a changing environment

In order to meet these changes in care needs and reimbursement, providers will begin developing programs beyond the traditional nursing-home model. Transitional-living units and assisted-living wings will be developed within the existing facility footprint.

Funded through nongovernmental sources, these programs will complement shrinking lengths of stay while offering residents an alternative. Expanded programs such as these afford a provider the ability to connect with the family and to offer an alternative prior to transitioning to a home-based setting.

The challenges in the nursing-home market will continue to force change, and providers who recognize and embrace the opportunity will be the survivors with health and longevity. ■

*Matthew S. Bavolack is the national health-care industry group leader at accounting and advisory firm Marcum LLP.*

## BIZ BOOKS

# Tips for managing strategic changes

**"Stragility — Excelling at Strategic Changes" by Ellen R. Auster and Lisa Hillenbrand (Rotman-UTP Publishing, \$27.95).**

Stragility (n.) — the ability to adapt to changes in your market space and stay on course. What does adaptation involve? Systematically reassessing "winning." To do this, a company must do more than measure outcomes of current activities. It must also look deeper into changes affecting outcomes by differentiating between the execution-related, the "ineffective choices because of sunk costs" and those caused by market shifts and competition. Trendspotting also plays an important role in course adjustments.

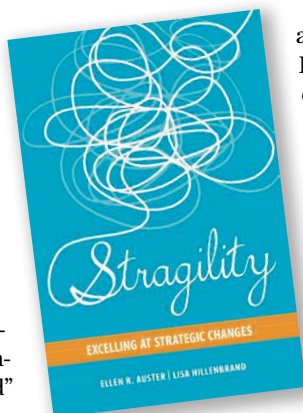
The authors offer a number of tools that help a company make "this-day-forward" decisions:

**"Shifting through back-casting."** — Use insights from today to imagine alternative futures. Develop other strategic visions of tomorrow and decide how to best evaluate them. Invest in pilot programs to test assumptions and use the results to adjust course.

**"Sensing PESTE (political/legal, economic, social, technological, ecological)" forces that affect the company, its external stakeholders and the marketplace.** — It's a comprehensive "what if" exercise that identifies potential opportunities and obstacles. Political/legal deals with regulatory environment, taxes, trade agreements



Jim Pawlak



and governmental incentives. Economic looks at interest/exchange/inflation rates, the labor market (i.e. skill availability, cost).

Social involves customer demographics. Technological really involves crystal-ball thinking because such changes usually are disruptive and quickly affect internal processes, and the economic and social environments. Ecological not

only deals with the planet/natural resources, but also the community.

**"Sensing the competitive landscape."** List your major competitors and look at their differentiators and the strengths and weaknesses of their strategies versus yours. Look at industry trends (i.e. cable TV has been affected by video streaming) and relate them to the PESTE analysis. Also look for outliers (Blackberry was ambushed by Apple's iPhone).

All of the "this-day-forward" analysis and adaptation requires a workforce attuned to change. People need to understand the "why" of the new way of doing business. "Communicate, communicate, communicate." Provide

► **Use insights from today to imagine alternative futures. Develop other strategic visions of tomorrow and decide how to best evaluate them.**

the resources and training they'll need to do things differently and to do different things. Listen to ideas and feedback.

• • •

**"XLR8" by John P. Kotter (Harvard Business Review Press, \$25).**

Traditionally, organizational processes have been built around running what's directly in front of them.

Kotter maintains that ingrained processes can't quickly respond to change and competitive threats, nor seize opportunity. He advocates a networking (people, not IT) system that operates in concert with the processes and procedures system. Why the dual system? People accelerate progress; processes and procedures impede it.

"The network side mimics successful enterprises in their entrepreneurial phase." Because it's not hamstrung by the bureaucracy of org charts, titles and job descriptions, it "liberates information" by fostering communication and initiating individualism and creativity.

It doesn't create organizational anarchy because

the networkers work within both systems; they know how the firm does business. Rather, it brings together "volunteers" at all levels to provide top-to-bottom perspectives of issues, alternatives and opportunities.

When employees become agents of change, they "desire to work with others for an important and exciting shared purpose." Siloes crumble. Leaders emerge.

The coalition of networking volunteers has a sense of urgency about the need to think and act on continuous improvement and capitalize on opportunities.

To sustain urgency, celebrate all wins. These make even the most command-

and-control manager take notice of the contribution facilitated by collaboration.

The processes involved in achieving wins become part of the organization's core system of processes and procedures.

The dual system institutionalizes change through evolution. ■

*Jim Pawlak is a nationally syndicated book reviewer.*





## OF NOTE

### CONNECTICUT SOCIETY OF CPAS ELECTS 2016-2017 LEADERSHIP



Robert D. Boudreau

The Connecticut Society of Certified Public Accountants has elected its board of directors for the 2016-2017 activity year as follows: **Robert D. Boudreau**, president, CPA of Clinton; **Bradley D. Kronstat**, president-elect, CPA of Guilford; **Susan A. Martinelli**, treasurer, CPA of Southington; **Brenden M. Healy**, secretary, CPA of Colchester; **Dennis W. Cole**, member-at-large, CPA, CVA of Madison; **Edwin R. Muenzner**, member-at-large, CPA of Norwich; and **Mary K. Wisenski**, member-at-large/advisory council chair, CPA of Manchester.

...

### CT PUBLIC BROADCASTING NETWORK CEO RECEIVES HONORARY DOCTORATE



Jerry Franklin

**Jerry Franklin**, CEO of Connecticut Public Broadcasting Network (CPBN), was awarded an honorary doctorate of humane letters and served as commencement speaker at Eastern Connecticut State University's recent graduation ceremony at the XL Center in Hartford. Franklin has served as CEO and president of CPBN for more than 30 years.

...

### HENKEL RECEIVES CORPORATION OF THE YEAR AWARD

The Pacific Southwest Minority Supplier Diversity Council presented Rocky Hill manufacturer **Henkel** with the 2016 Pacific Southwest MSDC Corporation of the Year award at the 35th annual Awards Gala and Business. As part of its diversity supplier efforts, Henkel is actively involved in Minority Business Enterprise mentoring, which includes guiding, coaching and providing encouragement to suppliers.

...

### KENEY PARK GOLF COURSE AWARDED RENOVATION OF THE YEAR

Hartford's **Keney Park Golf Course** has been awarded "Renovation of the Year 2016" by Golf Inc. magazine. The course officially re-opened to the public in May for the first time in three years. The 18-hole, par 70 golf course occupies 6,014 yards of Hartford's historic 700-acre Keney Park.

**Please Note:** All electronic submissions for Accolades should be sent to [news@HartfordBusiness.com](mailto:news@HartfordBusiness.com). For more information about the Hartford Business Journal's Accolades Page, please visit [www.HartfordBusiness.com](http://www.HartfordBusiness.com).

### WEBSTER BANK HONORED FOR COMMUNITY SERVICE



► Webster Bank's Angela Chirico has been selected as an honoree of the bank's "80 Days of Giving" employee volunteer campaign. Chirico led a team of Webster bankers to serve homemade soup to about 300 people as part of the House of Bread Hunger Banquet fundraiser. The volunteer effort is part of Webster's 80th Anniversary celebration. Pictured (from left) are: Gerson DaSilva, assistant vice president, business banking; Angie Chirico; Lissette Buccheri, vice president and manager of Webster's Glastonbury banking center; and Annette Larabee, senior vice president, business banking.

### 'CANSTRUCTION' RAISES 12,000 CANS OF FOOD FOR CT FOOD BANKS



► Teams from five Connecticut schools joined with architects from five firms to design and build structures from nonperishable food items for "Canstruction," a competition to raise awareness of hunger. The teams, from schools in Stamford, Hartford, Glastonbury and Windsor Locks, raised nearly 12,000 cans of food that will go to food banks in CT. Shown is a submission from Hartford nonprofit Our Piece of the Pie and Crosskey Architects.

### HOFFMAN AUDI SUPPORTS SPECIAL OLYMPIC ATHLETES



► Hoffman Audi recently gave support to over 650 Special Olympics Connecticut athletes as they competed in the northern time trials to prepare for the summer games. A team of 141 volunteers from Hoffman Audi and Goodwin College (shown in the photo) assisted the athletes as they prepared and competed in their events.

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